THE CENTER FOR EFFECTIVE PHILANTHROPY

Grantee Perception Report

Prepared for
Inter-American Foundation
March 2015

Grantee Survey Population

Survey Period	Number of Grantee Responses Received	Survey Response Rate
September and October 2014	154	68%
September and October 2011	188	84%

- **Comparative Dataset:**
  - Nearly 300 foundations
  - Over 42,000 grantee responses

Comparative Cohort:

A custom cohort of 14 international foundations pictured below:

Charles Stewart Mott Foundation

The Christensen Fund

Inter-American Foundation

The David and Lucile Packard Foundation

John D. and Catherine T. MacArthur Foundation

The Ford Foundation

Levi Strauss Foundation

The Overbrook Foundation

Oak Foundation

The Rockefeller Foundation

Resources Legacy Fund/Foundation

The William and Flora Hewlett Foundation

Skoll Foundation

W.K. Kellogg Foundation

Overview

Impact on Fields, Communities, and Organizations
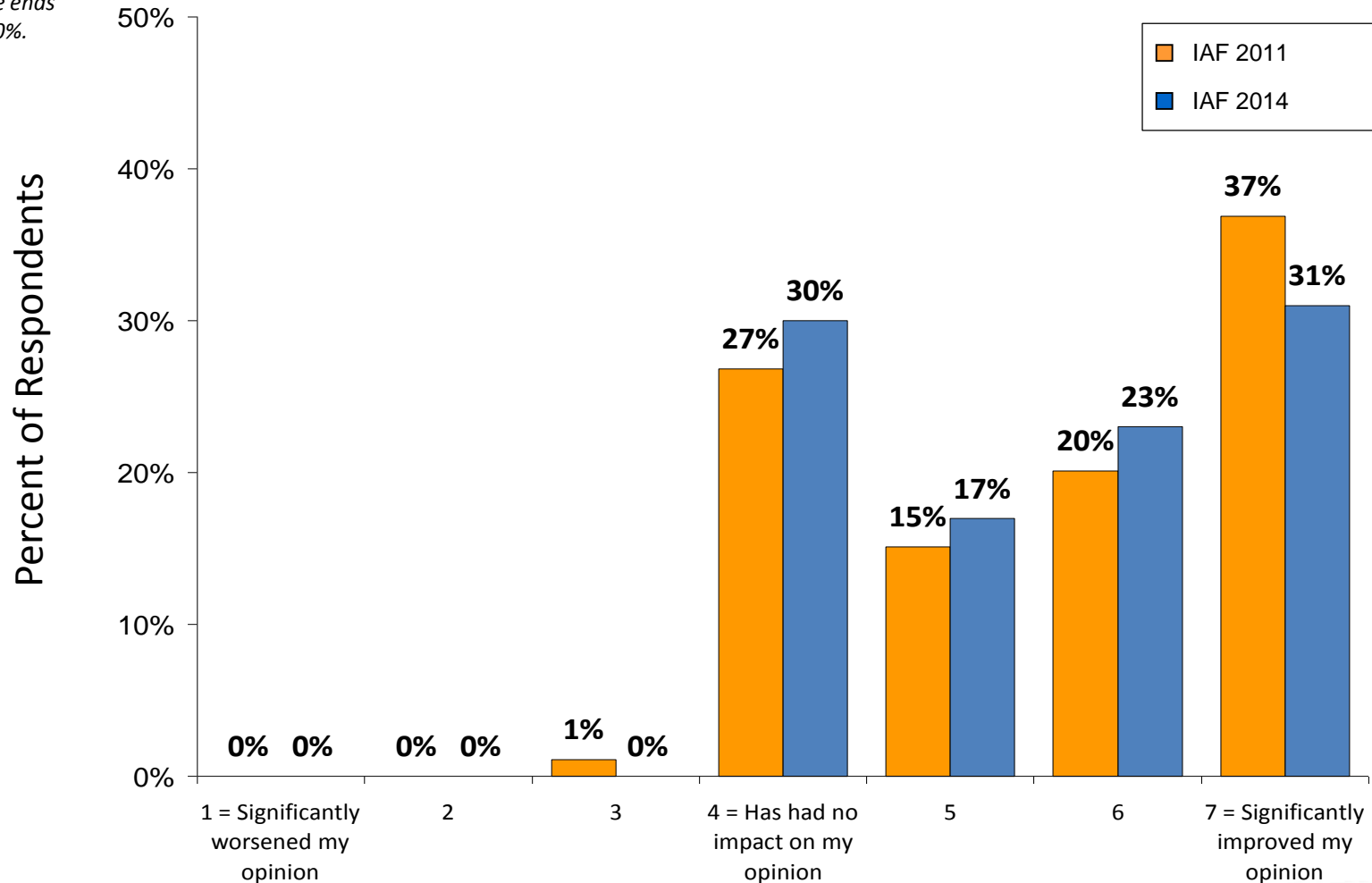
Non-Monetary Assistance

Relationships with Grantees

Foundation Processes

"*How has working with the IAF affected your opinion of the United States?*"

Impact on Grantees' Fields, Local Communities, and Organizations

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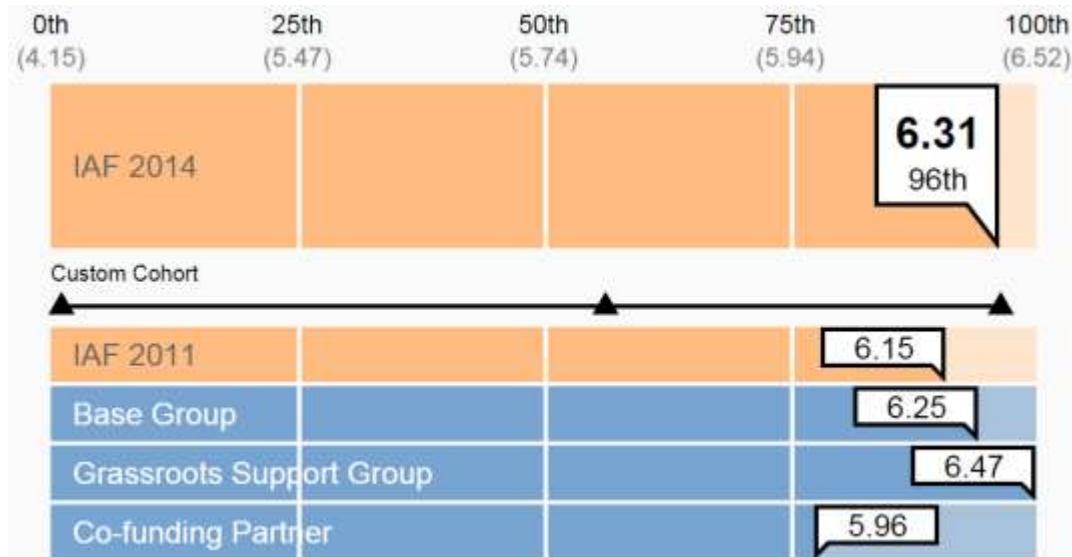
"Overall, how would you rate the Foundation's impact on your field?"

1 = No impact
7 = Significant positive impact
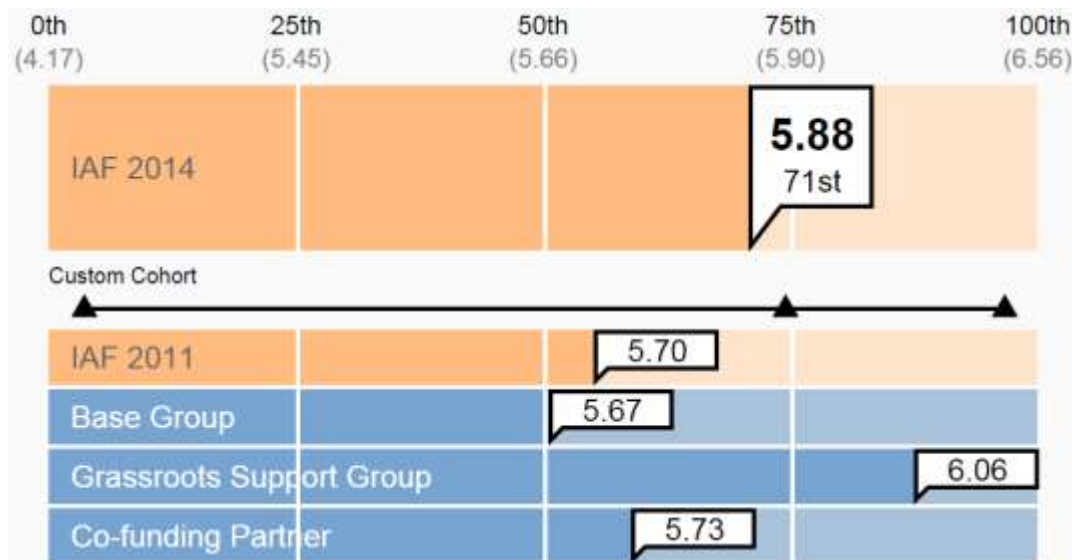
"How well does the Foundation understand the field in which you work?"
1 = Limited understanding of the field
7 = Regarded as expert in the field

0th (2.58)	25th (5.21)	50th (5.73)	75th (6.11)	100th (6.69)

IAF 2014 — 6.12* 75th

Custom Cohort

IAF 2011 — 5.88
Base Group — 6.15
Grassroots Support Group — 6.24
Co-funding Partner — 5.85

"Overall, how would you rate the Foundation's impact on your local community?"

1 = No impact
7 = Significant positive impact

0th (3.92)	25th (5.26)	50th (5.71)	75th (6.04)	100th (6.72)

IAF 2014 — 5.66* 46th

Custom Cohort

IAF 2011 — 5.34
Base Group — 5.54
Grassroots Support Group — 5.85
Co-funding Partner — 5.35
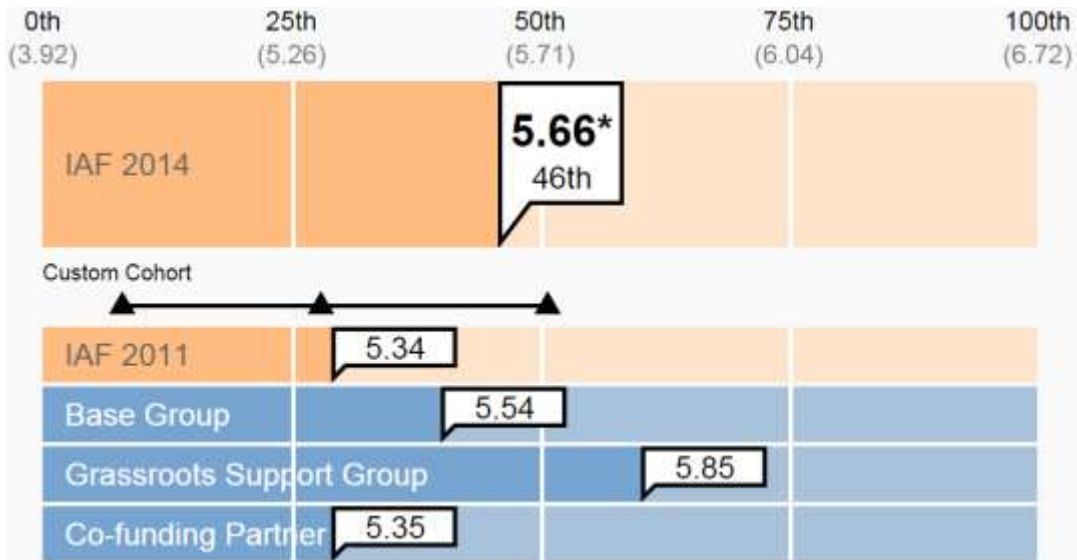
"How well does the Foundation understand the local community in which you work?"

1 = Limited understanding of the community
7 = Regarded as expert in the community

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0th (4.63)	25th (5.91)	50th (6.14)	75th (6.30)	100th (6.75)
IAF 2014			6.52* 93rd	

Custom Cohort

IAF 2011			6.29	
Base Group				6.59
Grassroots Support Group				6.54
Co-funding Partner			6.31	
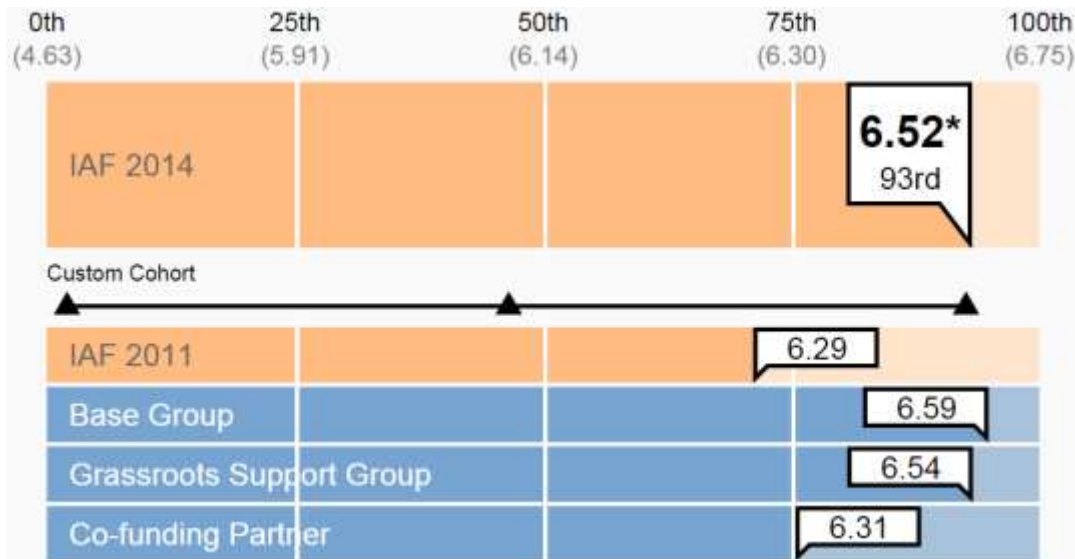
"Overall, how would you rate the Foundation's impact on your organization?"

1 = No impact
7 = Significant positive impact

0th (4.85)	25th (5.56)	50th (5.80)	75th (5.97)	100th (6.60)
IAF 2014		5.86 60th		

Custom Cohort

IAF 2011	5.73			
Base Group	5.73			
Grassroots Support Group			6.06	
Co-funding Partner	5.58			

"How well does the Foundation understand your organization's strategy and goals?"

1 = Limited understanding
7 = Thorough understanding

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*"The Foundation is **supporting the development of grassroots communities**, developing capacities and skills in the members of the communities being served."*

*"The Inter-American Foundation was very important to **improving the quality of life for many teenagers and their families.**"*

Non-Monetary Assistance

Non-Monetary Assistance Patterns

	IAF 2014	IAF 2011	Average Funder	Average Cohort Funder
Comprehensive	10%	12%	6%	6%
Field-Focused	18%	12%	9%	12%
Little Assistance	58%	52%	36%	41%
No Assistance	14%	23%	50%	42%

Participation in Grantee Sharing Opportunities

2011

74%

2014

93%

Utility of Sharing Opportunities
1 = Not at all useful, 7 = Extremely useful

	IAF 2011	IAF 2014
Special events involving non-IAF grantees	5.89	6.08
Grantee exchange **within own country**	5.83	6.06
Grantee exchange **across countries**	5.96	6.04
Written stories or case studies	5.44	5.81

Expected Utility of Future Sharing Opportunities
1 = Not at all useful, 7 = Extremely useful
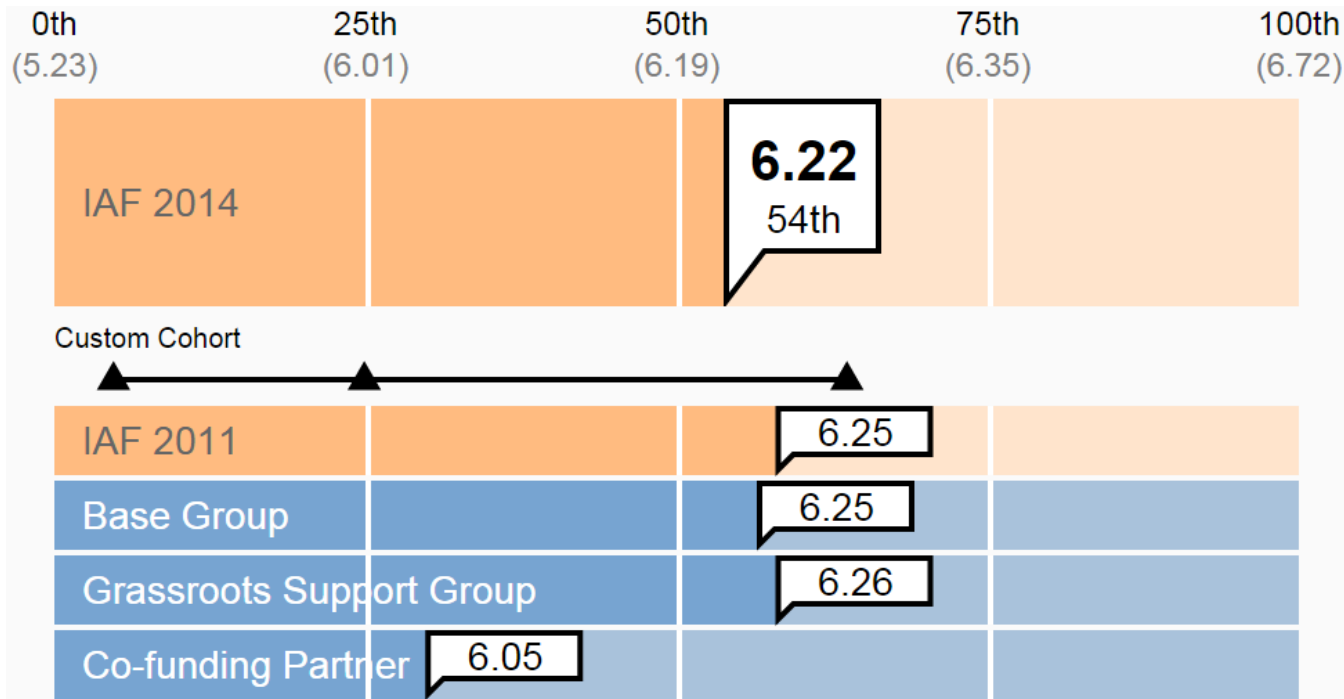
	IAF 2011	IAF 2014
Special events involving non-IAF grantees	6.22	6.49
Grantee exchange **within own country**	6.10	6.36
Grantee exchange **across countries**	6.14	6.48
Written stories or case studies	6.04	6.23

Relationships with Grantees

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Funder-Grantee Relationships Summary Measure

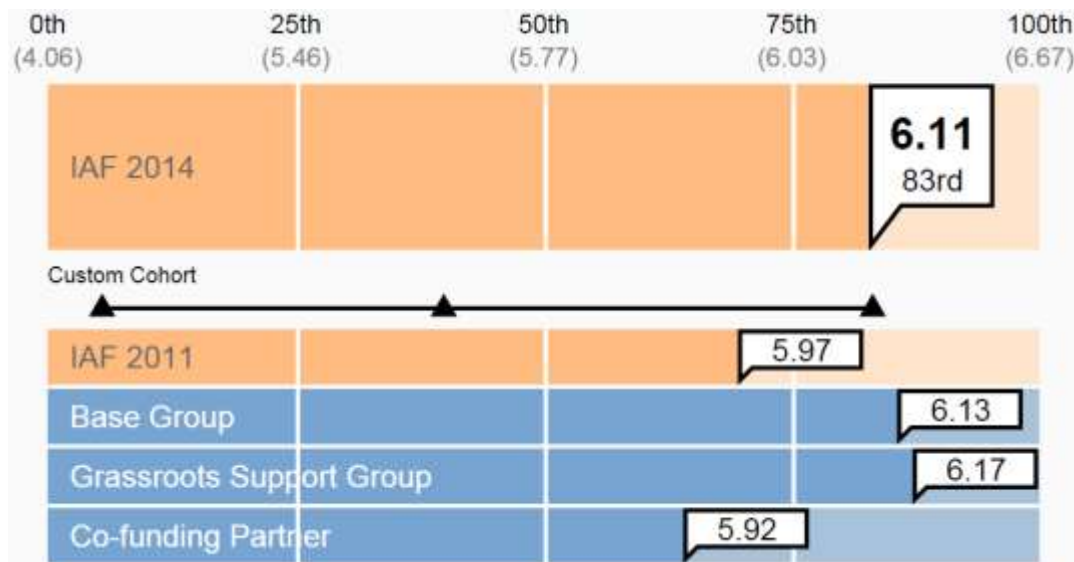*1 = Very negative, 7 = Very positive*

"How comfortable do you feel approaching the Foundation if a problem arises?"

1 = Not at all comfortable
7 = Extremely comfortable

"How clearly has the Foundation communicated its goals and strategy to you?"
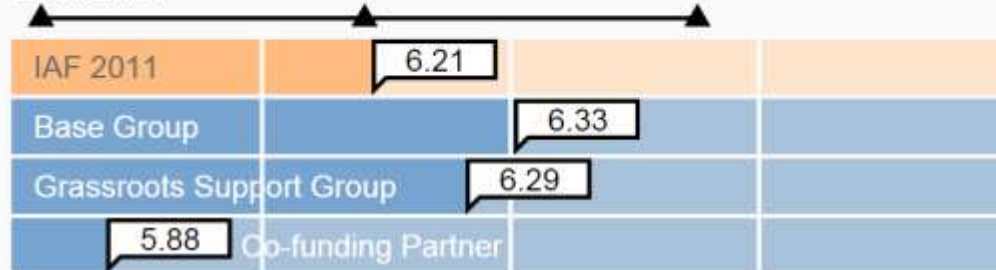
1 = Not at all clearly
7 = Extremely clearly

"There's trust between the representative of the Foundation and us, there's fluid communication and they are very clear in their communications to us."

"We have felt comfortable and with a real possibility of openly discussing our points of view in a mutually respectful framework."

"Overall, how responsive was the Foundation staff?"
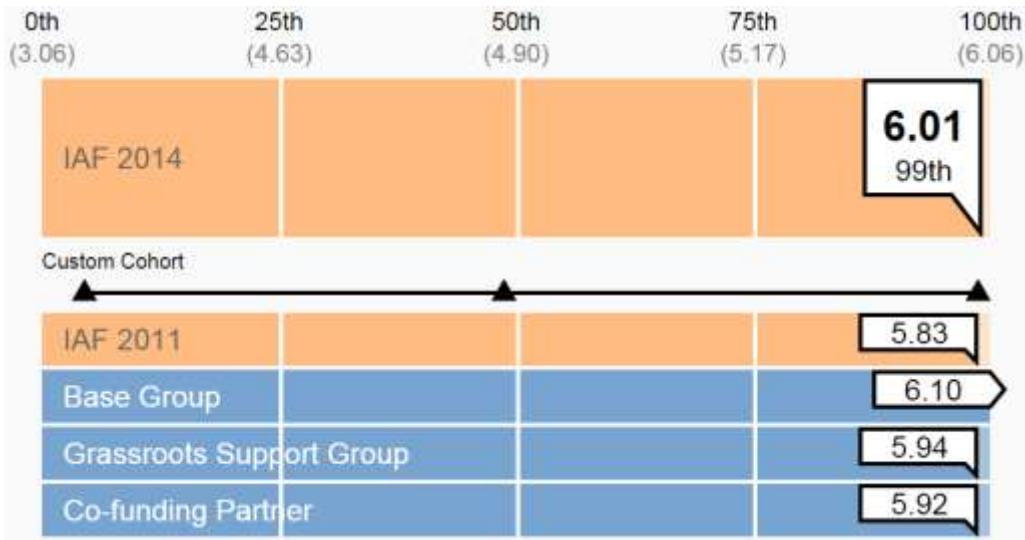
1 = Not at all responsive
7 = Extremely responsive

"How consistent was the information provided by different communications resources, both personal and written, that you used to learn about the Foundation?"

1 = Not at all consistent
7 = Completely consistent

Foundation Processes

"How helpful was participating in the Foundation's selection process in strengthening the organization/program funded by the grant?"

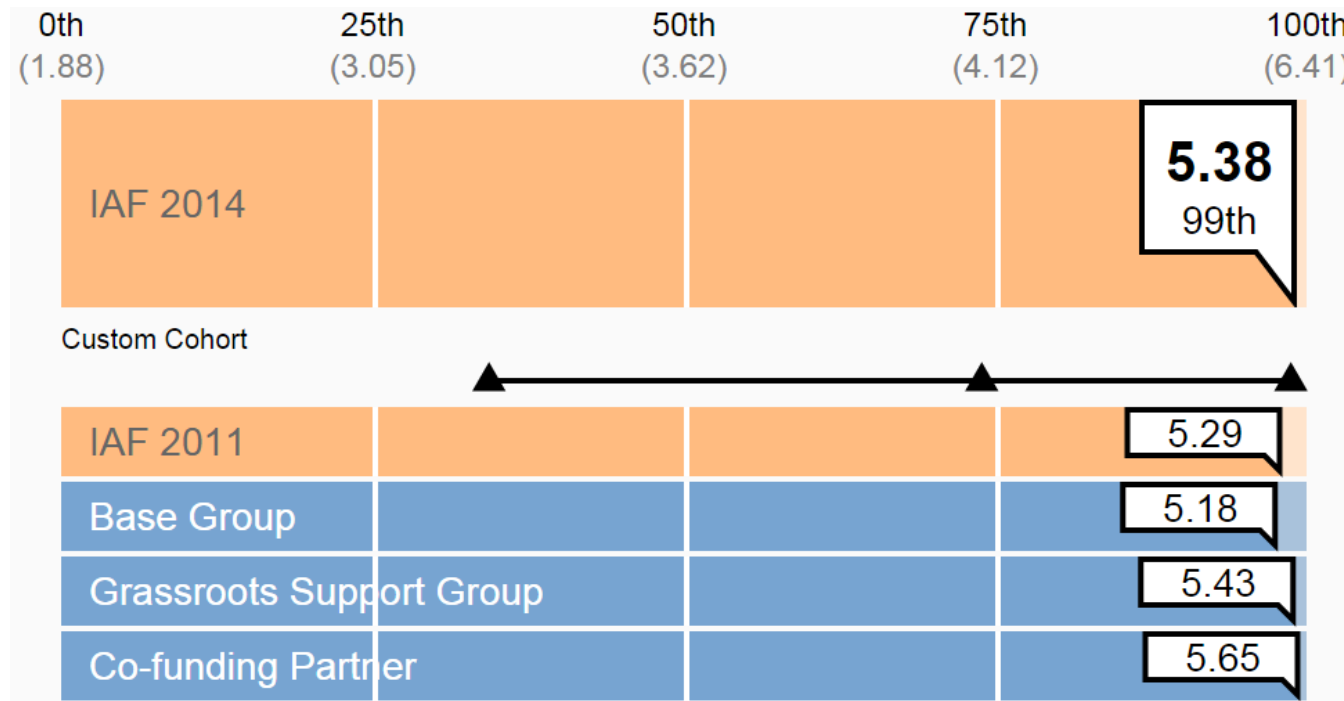*1 = Not at all helpful*
7 = Extremely helpful

"How helpful was participating in the Foundation's reporting/evaluation process in strengthening the organization/program funded by the grant?"

1 = Not at all helpful
7 = Extremely helpful

"How involved was the Foundation staff in the development of your proposal?"

1 = No involvement, 7 = Substantial involvement

	0th (1.88)	25th (3.05)	50th (3.62)	75th (4.12)	100th (6.41)
IAF 2014					5.38 99th
Custom Cohort					
IAF 2011					5.29
Base Group					5.18
Grassroots Support Group					5.43
Co-funding Partner					5.65

"After submission of your report/evaluation, did the Foundation or the evaluator discuss it with you?"

Proportion responding "Yes"
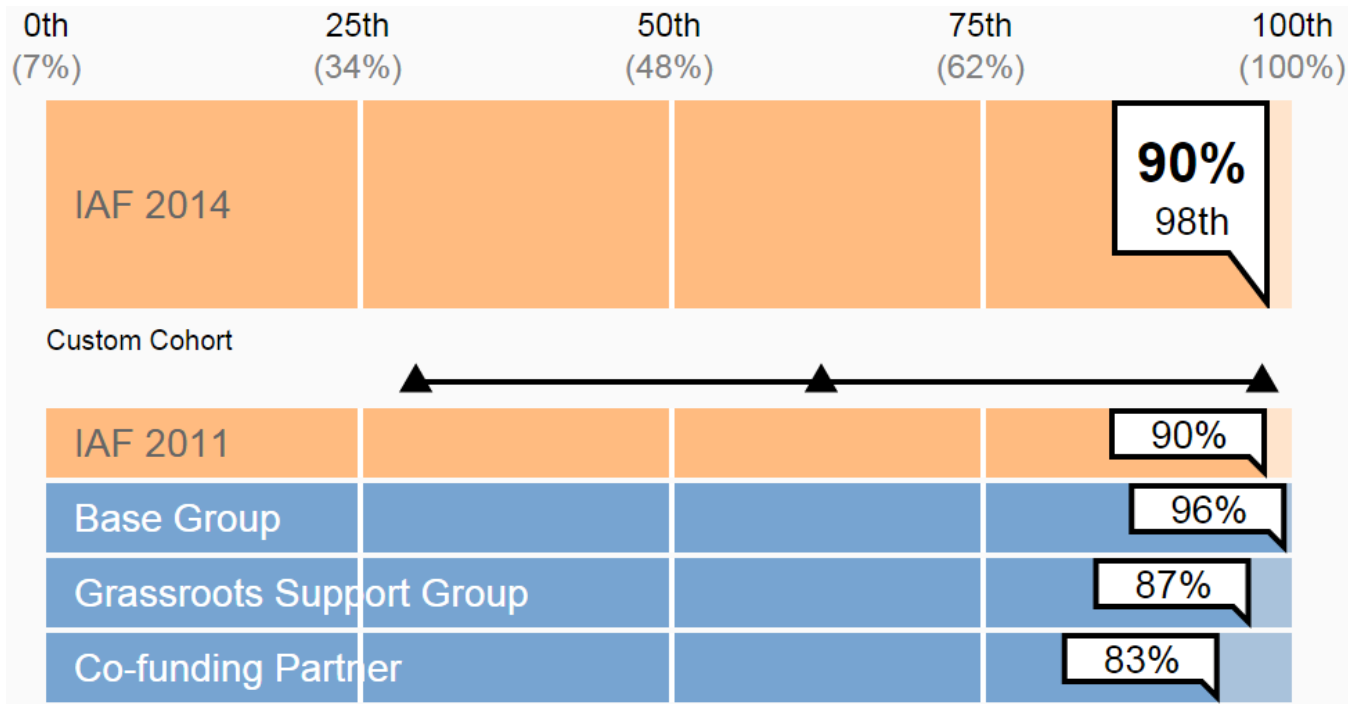
	IAF 2014	Median Funder	Median Cohort Funder
Hours Spent on Processes	240 hours	30 hours	58 hours

Median grant dollars awarded per process hour required

IAF	Median Funder
$0.8K	**$2.2K**

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Time Elapsed from Submission of Proposal to Clear Commitment of Funding

	IAF 2014	IAF 2011	Average Funder	Average Cohort Funder
Less than 9 Months	40%	43%	96%	91%
10 – 12 Months	30%	19%	2%	5%
More than 12 Months	30%	38%	2%	4%

Grantee Suggestions:

Topic of Grantee Suggestion	%
Streamline and Simplify Administrative Processes	22%
Nonmonetary Assistance	18%
Quantity and Quality of Interactions	13%
Grantmaking Patterns	13%
Continue Current Work	8%
Understanding of and Impact on Grantees' Organizations	7%
Field Impact and Orientation	6%
Clarity and Consistency of Communications	4%
Understanding of and Impact on Grantees' Local Communities	3%
Other Suggestions	6%

Recommendations

- Build on **understanding of grantees fields, communities, and organizations**

- Continue to strengthen and provide **opportunities for grantees to collaborate**

- Discuss ways to cultivate **stronger funder-grantee relationships**

- Assess the utility of **hours spent on administrative processes** to the IAF and grantees

- Identify ways to **reduce time to make funding commitments**